

Message Text

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C O N F I D E N T I A L ACCRA 7580

EXDIS

FOR UNDER SFCFETARY SISCO

E.O. 11652: GDS
TAGS: EPAP UNCTAD US GH
SUBJ: USG AND INTERNATIONAL COCOA AGREEMENT

1.FURTHER TO OUR PRIVATE CONVERSATION REGARDING RECONSIDERATION OF USA RELUCTANCE TO SIGN COCOA AGREEMTN: I LEARNED NOV. 13 FROM WALTER J. CLAYTON, JR., DIRECTOR OF CORPORATE COMMODITY PLANNING, HERSHEY FOODS CORP., THAT HIS FIRM (AND BY IMPLICATION BULK OF U.S. INDUSTRY) NO LONGER BELIEVES OPPOSITION TO U.S. SIGNATURE IS IN INDUSTRY'S OR CONSUMERS' INTEREST. I AM TOLD HE AND A SENIOR HERSHEY EXECUTIVE CONVEYED THIS TO DEPARTMENT REPRESENTATIVES SHORTLY BEFORE GENEVA COCOA NEGOTIATING SESSION.

2. THIS INDUSTRY TURN-AROUND STRIKES ME AS SIGNIFICANT, SINCE MY UNDERSTANDING IS THAT ONE OF MAJOR USG CONSIDERATIONS IN PAST WAS INDUSTRY ATTITUDE. INDEED, INTERIM USG POSITION (OF APPARENTLY REFUSING TO SIGN RENEGOTIATED AGREEMENT) APPEARS TO US HERE AS PHILOSOPHICAL HANGOVER FROM PAST, UNRELATED TO PRAGMATIC INTERESTS OF EITHER US PROCESSORS OR CONSUMERS AND RUNNING COUNTER TO USG OBJECTIVES IN AFRICAN AND SOUTH AMERICA. THIS WOULD SEEM EXCELLENT TIME TO IMPLEMENT PORTION OF SECRETARY'S STATEMENT TO 7TH SPECIAL SESSION THAT WE WILL TAKE NEW LOOK AT COMMODITY AGREEMENTS.

3. THANKS FOR YOUR THOUGHTFUL INTERCESSION, AND WARM REGARDS.
BLACK

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